

TOP AGENT MAGAZINE



Kimberly Dove

Kimberly Dove of Shorewest Realtors offers an exceptional approach to residential and luxury home sales in Waukesha County and the greater Milwaukee area. As Associate Vice President and a member of Shorewest's elite President's Club, Kim has climbed the ladder and built herself a sterling reputation over the course of her career.

Real estate has always been in Kim's blood, as her mother was a Real Estate Evaluation Specialist. "I grew up around the business, so I have always had a real estate background." Out of high school Kim went to work for her father who owned an office supply company. It was there she learned how to run a business and began outside sales to grow the client base. Kim spent several years in marketing and sales, working her way up to marketing support manager. Despite her success, Kim desired even more. "I wanted to own my own business and start a family, so I opened up a licensed day care center. When I bought and sold my first home, the REALTOR® I was working with suggested that I consider a career in real estate. She knew how much I loved it and thought I would excel at it, so I got my license and have loved this career ever since."

With over 15 years of experience, Kim's career has soared. "When I first got into real estate I had this vision of being a top producing agent in Waukesha. I had mentors that I looked up to and always strived to surround myself with successful people." In 2012 and 2013, Kim reached her goal of becoming the top sales agent in the city. To reach that level of success she has specialized in everything from luxury home sales, buyer's agency, new construction to relocation. "I treat my clients the way I want to be treated—professionally and with courtesy. My business is primarily based on referrals."

Having lived in Waukesha for nearly 40 years, Kim attributes much of her success to being an expert on the area. "The one thing I tell people is that having lived in this area my entire life, I can speak with great authority on the market. Raising three kids in both private and public schools, I am able to share a wealth of information about the school system. I have great knowledge as far as home values, location, and have watched first hand the revitalization of our downtown. I am able to share with them all of these things and that makes a difference." Kim also specialized in the Lake Country Area for 13 years offering great knowledge and experience on the areas surrounding Waukesha.

On top of being an expert on the area, Kim attributes a tenacious work ethic to her success. "I don't stop working until I get the job done. I am always available for my clients and I work really hard on having strong communication with them. That is key. I treat each transaction as if I am their voice piece in how I represent them. In everything I say or do, I recognize I am representing them and speaking on their behalf. I take that very seriously."

Outside of real estate Kim, enjoys spending time with family and friends as much as possible. She and her husband Dan enjoy getting away up north boating with the kids and friends. Kim enjoys giving back to the community and is active with her church. In 2007 Kim was named the Girl Scout Leader of the Year and is an active participant with Christmas for Kids, a charitable organization through Shorewest.

Despite all the success she has achieved in her career, Kim's biggest accomplishment remains her three children Lauren, Marshall and Savanna. "I have been very blessed to have raised my three beautiful children and to have my husband support me in this career. To have the balance and flexibility to attend all of their sporting events, and spend time with them while maintaining my career is really a blessing."

Looking towards the future, Kim would like to expand her team. "I am amazed how my business and referral base continues to grow. I love being the Waukesha go to REALTOR®. I would love to bring on a full-time associate and would also love to see my kids someday join the team. That would be really fun." For now, the sky is the limit for Kim.



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